

## FY 2010 FPI Market Share Report

FSC Code	FSC Code Description	FPI Sales FY 2010	Estimated Total Government Buys	FY 2010 FPI Mkt Share
1430	Guided Missile Systems, Complete	20,954	92,487,102	0.0%
1680	Misc Aircraft Access/Comp	8,189	3,905,745,452	0.0%
2590	Misc. Vehicular Comp	578	544,680,762	0.0%
3920	Material Handling Equip. Non-Selfpropelled	3,317	225,551,923	0.0%
3990	Misc. Material Handling Equip	1,156,350	285,403,858	0.4%
4240	Safety & Rescue Equipment	487,798	356,609,289	0.1%
4460	Air Purification Equipment	2,687,978	25,857,184	10.4%
4920	Aircraft Maintenance Equipment	10,930	446,785,229	0.0%
4935	Guided Missile Maintenance, Repair	47,280	7,959,960	0.6%
5140	Tool/Hardware Boxes/Bags	413,098	54,395,693	0.8%
5340	Miscellaneous Hardware	150,589	552,321,883	0.0%
5660	Fencing, Fences and Gates	359,976	45,555,406	0.8%
5670	Building Comp, Pre-Fab	2,531,673	180,936,990	1.4%
5820	Radio Mounts	1,384,500	2,027,112,643	0.1%
5855	Cable, Cord and Wire Assemblies	14,426	1,189,072,072	0.0%
5895	Misc Communications Equip	36,974,857	4,448,512,957	0.8%
5935	Connectors	57,940	81,343,670	0.1%
5975	Electrical Hardware	376,443	117,743,864	0.3%
5985	Antennas & Related Equip.	128	402,621,537	0.0%
5995	Cable/Cord Wire Assemblies	13,770,879	596,055,526	2.3%
5999	Misc. Elec/Electronic Comp.	6,793,434	819,402,657	0.8%
6110	Electrical Control Equip	2,049,670	139,240,625	1.5%
6117	Solar Panels	41,895	94,376,111	0.0%
6135	Storage Batteries	90,325	39,252,834	0.2%
6145	Wire/Cable, Electrical	1,798,158	62,671,309	2.9%
6150	Misc Elec Power/Distrib Equip	10,869,020	263,060,520	4.1%
6160	Misc Battery Ret. Fixt/Liner	2,233,199	13,207,131	16.9%
6230	Elec Portable Lighting Equip	67,410	57,171,056	0.1%

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6532	Hospital/Surgical Clothing	150,453	11,193,061	1.3%
6540	Optical Instruments/Equip	960,791	126,618,213	0.8%
6645	Time Instruments	21,092	9,003,751	0.2%
6660	Meteorological Instruments	327,368	40,524,868	0.8%
7105	Household Furniture	4,818,851	224,162,346	2.1%
7110	Office Furniture	128,956,183	1,766,006,888	7.3%
7125	Cabinets, Lockers & Shelving	17,981,667	141,109,153	12.7%
7195	Misc. Furniture & Fixtures	2,572,937	197,386,938	1.3%
7210	Household Furnishings	21,138,436	338,949,699	6.2%
7230	Draperies, Awnings & Shades	774,542	32,799,900	2.4%
7240	House/Comm Util Containers	947,510	15,284,180	6.2%
7320	Kitchen Equip & Appliances	144,642	114,278,546	0.1%
7340	Cutlery and Flatware	215,102	16,173,021	1.3%
7350	Tableware	677,903	18,134,117	3.7%
7510	Office Supplies	5,142,206	2,472,144,639	0.2%
7520	Office Devices/Accessories	147,026	80,623,934	0.2%
7530	Stationery & Record Forms	2,142,361	169,115,551	1.3%
7540	Standard Forms	4,318,637	18,307,969	23.6%
7690	Misc. Printed Matter	755,413	350,289,187	0.2%
8105	Bags & Sacks	794,686	139,777,756	0.6%
8305	Textile Fabrics	394,817	231,777,602	0.2%
8340	Tents & Tarpaulins	479,925	167,657,819	0.3%
8405	Men's Outerwear	10,234,033	326,544,932	3.1%
8410	Women's Outerwear	1,184,768	48,226,142	2.5%
8415	Clothing, Special Purpose	132,335,948	1,873,868,194	7.1%
8420	Men's Underwear & Nightwear	1,431,030	18,896,975	7.6%
8455	Badges & Insignia	54,363	44,741,459	0.1%
8465	Individual Equipment	640,692	567,820,671	0.1%
8470	Armor, Personal	49,863,612	656,773,670	7.6%
9520	Structural Shapes	4,600	22,899,977	0.0%
9905	Signs & Advertising Displays	6,757,038	165,321,510	4.1%

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D308	Programming Services	35,484	958,662,889	0.0%
D311	Data Conversion, Records	22,080	121,973,643	0.0%
D312	Scanning Services	2,548,157	55,315,686	4.6%
H359	Electronic Testing Laboratories	97,597	1,310,648	7.4%
J023	Ground Vehicle Repair Svcs	4,135,073	205,510,020	2.0%
J025	Vehicle Comp Repair Svcs	8,101,388	51,665,150	15.7%
J039	Forklift Repair Services	453,065	80,937,799	0.6%
J081	Bag Repair Services	246,461	5,435,034	4.5%
J084	Equipment Assembly Services	18,058	1,236,154	1.5%
J085	Toiletry Kitting Services	125,142	1,615,343	7.7%
K023	Retrofitting Services	30,428,372	37,737,980	80.6%
K058	Modification of Comm Equip	80,009	69,168,992	0.1%
R604	Mail/Distribution	2,405,346	434,107,148	0.6%
R699	Other Administrative Support Services	1,600,533	2,981,852,336	0.1%
S209	Laundry Services	2,508,871	138,354,732	1.8%
T011	Printing/Binding	1,558,249	42,237,525	3.7%
T099	Misc Printing	7,792,972	215,532,885	3.6%
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		\$542,926,483	\$32,884,201,875	1.7%
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+ - The "Non-Reporting Agencies" For FSC 7105 Reflects a Buying Pattern of 5% of the FPDC Data.  
! - Represents "Government-Derived Market" of Federal personnel receiving annual clothing allowances  
The total "Govt-derived market" is estimated at \$96 million. Approximately 55% goes into FSC 8405,  
20% into FSC 8410 and 25% into FSC 8415.

# - The "Non-Reporting Agencies" for FSC's 7530, 7540, 7690, T011,T099 reflects  
Government Printing Office data.

FPI Sales	542,926,483
Subcontracting	40,311,018
Recycling	13,595,408
Commercial Market Services	10,498,645
Product-Related Services	1,934,944
Raw Material/Sub-Assemblies	5,165,768
Central Office Adjustment	4,087,890
Customer Vehicle Reimbursement	158,463,603
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Total FY 2010 FPI Sales	\$776,983,759
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